

Message Text

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PAGE 01 HONG K 01995 171016Z
ACTION EA-09

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FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 3839
INFO USLO PEKING

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E.O. 11652: NA
TAGS: ETRD, CH, US
SUBJECT: US BUSINESS VISITOR TRADE PROPOSAL TO PRC THROUGH CHINA
RESOURCES COMPANY IN HONG KONG

1. J.F. MCGUIRE, VICE PRESIDENT AND WILLIAM E. ROSST,
DIRECTOR OF MARKETING FOR PHELPS DODGE CABLE AND WIRE COMPANY
(NEW YORKCITY), ACCOMPANIED BY CONGENOFFICER, MET WITH
CHINA RESOURCES COMPANY (CRC) REPRESENTATIVE ON 16 FEBRUARY
TO DISCUSS THEIR COMPANY'S INTREST IN SELLING TO THE
PEOPLE REPUBLIC OF CINA (PRC), A WIDE RANGE OF CABLE
PRODUCTS WITH RELATED EQUIPMENT AND TECHNOLOGY. ROSST INFORMED
CRC REP THAT THEIR COMPANY HAD FIRST INITIATED CORRESPONDENCE
WITH THE APPROPRIATE FOREIGN TRADE CORPORATIONS IN PEKING
IN 1973 AND CURRENTLY WISHED TO UPDATE THAT CORRESPONDENCE
TO INCLUDE NEW CATALOGS AND SPECIFIC SALES PROPOSALS
OF POSSIBLE INTREST TO CHINA.

2. ROSST INFORMED CCP REP THAT THEIR COMPANY OFFERED THE FOLLOWING
PRODUCT LINES WITH CORRESPONDING TECHNOLOTY THAT COULD
BE TAILORED TO CHINA'S NEEDS: A) HIGH VOLTAGE CABLE, B) COMMUN-
ICATIONS ANTENNA SYSTEMS, C) MAGNET WIRE, D) SPECIAL ALLOY
TUBES, AND E) COASIAL CABLE. ROSST STATED THAT THEIR COMPANY
WAS ALSO INVOLVED IN COPPER MINING AND COULD
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EXPORT LARGE QUANTITTIES OF COPPER SULPHATE TO PRC. ROSST
ADDED THAT COMPANY WAS CAPABLE OF ORGANIZING (A)
TECHNICAL SEMINARS FOR PRESENTATION IN PEKING AND (B)
TRAINING PROGRAMS KEYED TO PRODUCT/TECHNOLOTY SALES.

3. CRC REP EXPRESSED INTREST IN WHETHER TECHNOLOGY COULD BE
SOLD INDEPENDENT OF PRODUCTS SALES. MCQUIRE STATED THAT

TECHNOLOGY, IN MOST CASES, COULD BE SOLD INDEPENDENT OF PRODUCT.
REP ALSO INTRESTED IN MCQUIRE'S COMMENT THAT PRC PRODUCES
MOST OF THE MATERIALS REQUIRED IN THE MANUFACTURE
OF CABLE AND THROUGH TECHNOLOGY PURCHASES, CHINA WOULD
DEVELOP INDEPENDENT PRODUCTION CAPABILITY OF THE MORE
SOPHISTICATED CABLE PRODUCTS AVAILABLE IN TODAY'S MARKETS.
CRC REP REQUESTED THAT MCGUIRE AND ROSST WRITE DIRECTLY
TO THE CHINA COUNCIL FOR THE PRMOTION OF INTERN-
TIONAL TRADE (CCPIT) (DEPARTMENT OF TECHNICAL EXCHANGE) TO
PRESENT THEIR PROPOSALS FOR HOLDING A TECHNICAL SEMINAR
IN PEKING. CRC REP FUTHER REQUESTED THAT SPECIFIC PROPOSALS
WHICH COMBINED PRODUCT WITH TECHNOLOGY BE SENT DIRECTLY
TO MACHIMPED.
IN PEKING.
CROSS

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Message Attributes

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